DataRobot

# Become an AI-Driven Enterprise with Automated Machine Learning


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# Agenda

1. The Impact of AI on Business
2. The Path to AI Success
3. DataRobot Demo
4. Next Steps

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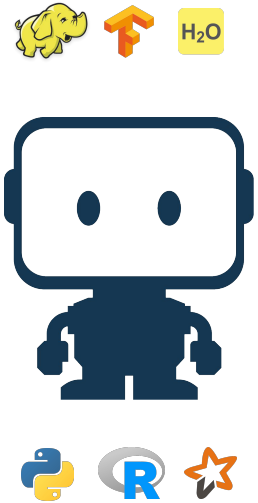
# DataRobot

The World's Most Trusted Automated Machine Learning Platform

**2012**
Invented Automated Machine Learning

**$224M**
In funding to date

**1B+/2.5M daily**
Models built on DataRobot in the cloud



**200+**
Data Scientists & Engineers (600+ employees)

**4 Major; 40+ Minor**
Product releases per year

**Thousands**
Successful AI Projects

**INSURANCE** **BANKING** **FINTECH** **HEALTHCARE** **TELECOM** **GOVERNMENT** **RETAIL** **MANUFACTURING** **MANY MORE**

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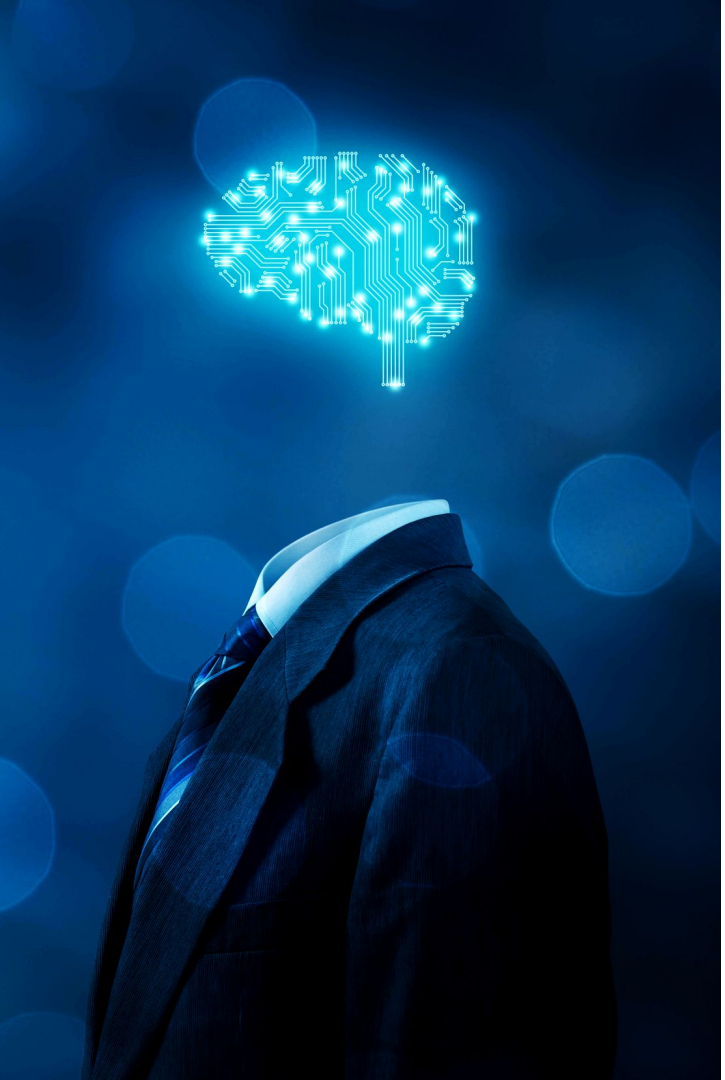
# “Power users of AI can boost profits by one to five percentage points above industry averages.”

McKinsey Insights
“Artificial intelligence: Why a digital base is critical”

https://www.mckinsey.com/business-functions/mckinsey-analytics/our-insights/artificial-intelligence-why-a-digital-base-is-critical



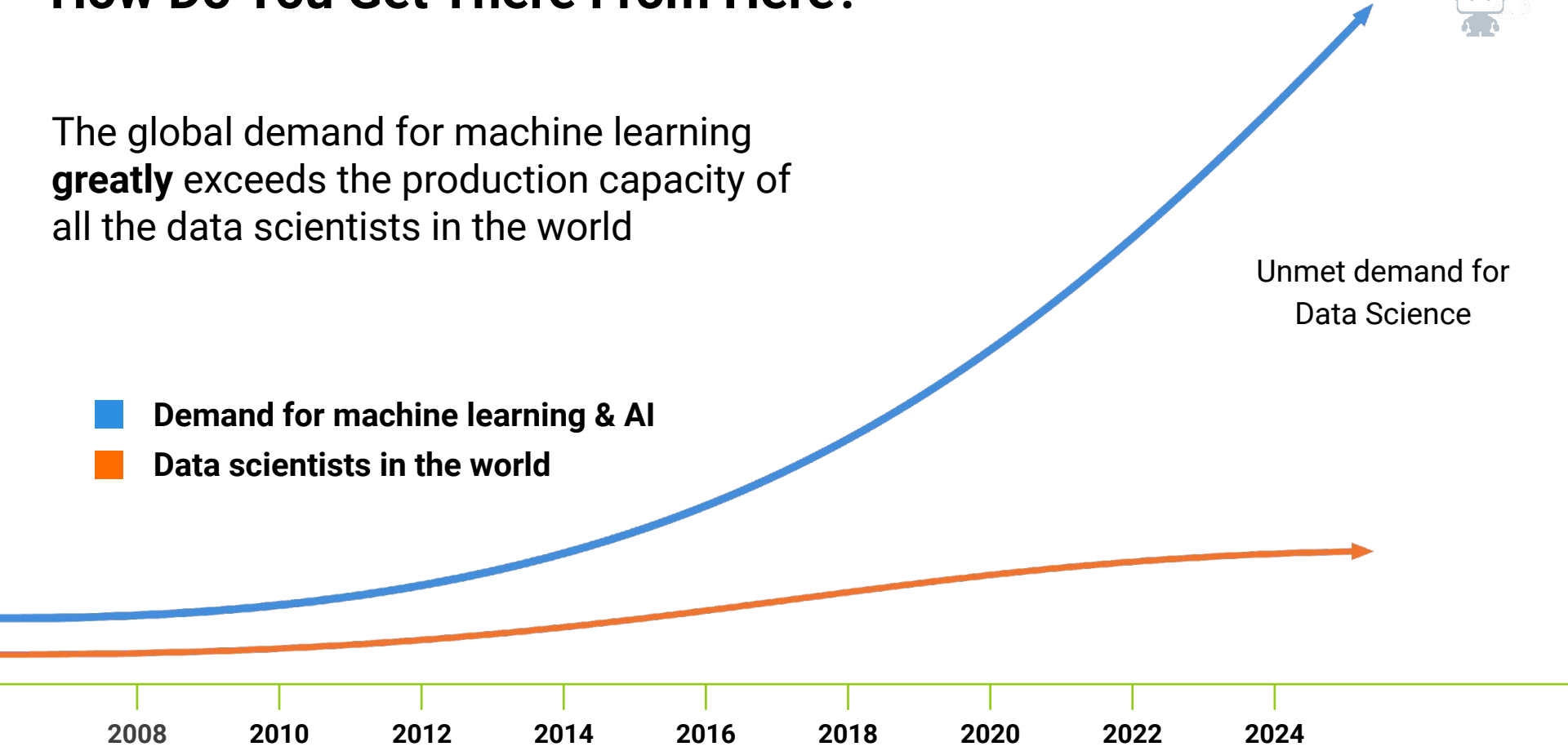
# “Insights-driven businesses will steal $1.2 trillion per annum from their less-informed peers by 2020.”

Forrester Research
“Artificial Intelligence Will Drive The Insights Revolution”

https://go.forrester.com/wp-content/uploads/Forrester_Predictions_2017_-Artificial_Intelligence_Will_Drive_The_Insights_Revolution.pdf

# How Do You Get There From Here?

The global demand for machine learning **greatly** exceeds the production capacity of all the data scientists in the world

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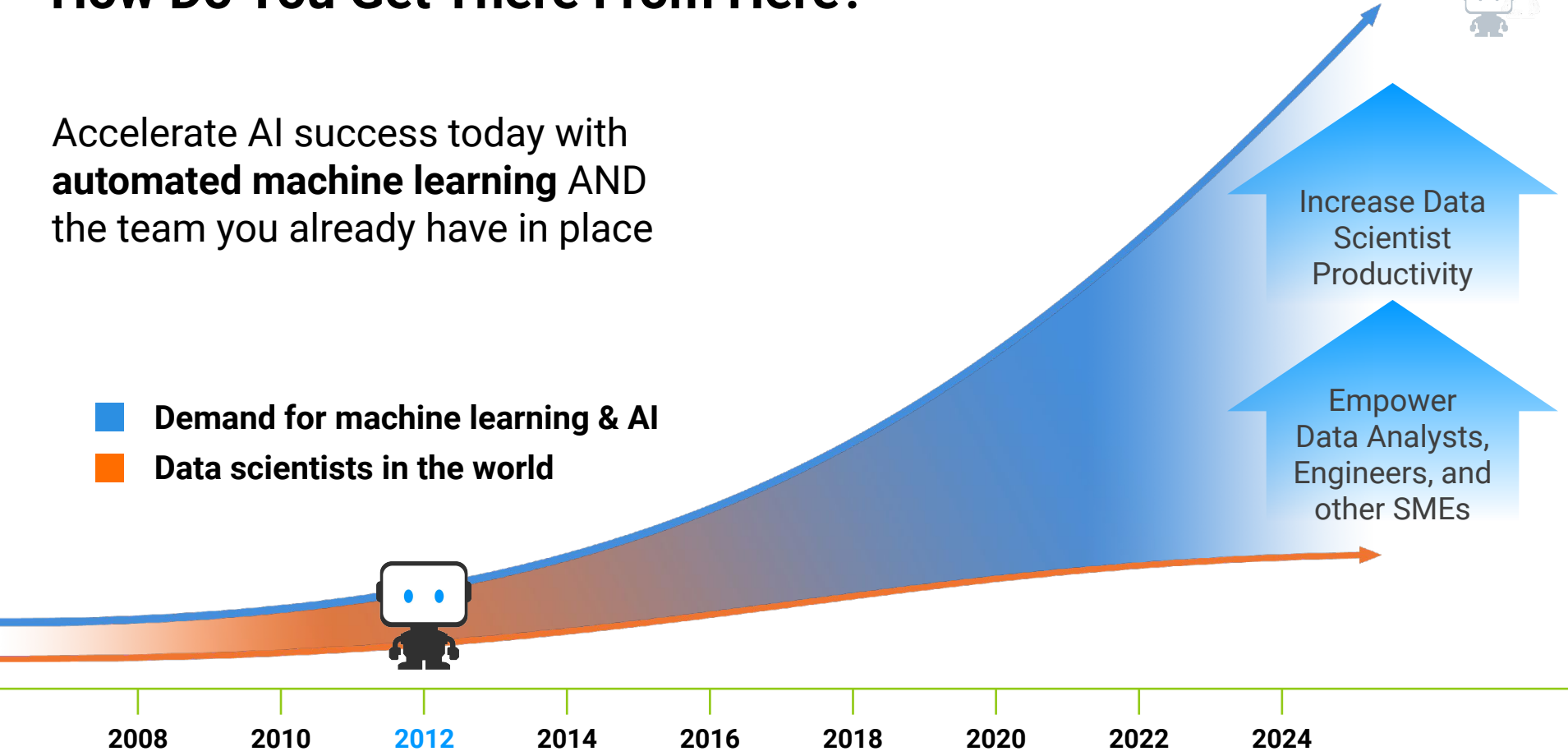
# How Do You Get There From Here?

Accelerate AI success today with **automated machine learning** AND the team you already have in place

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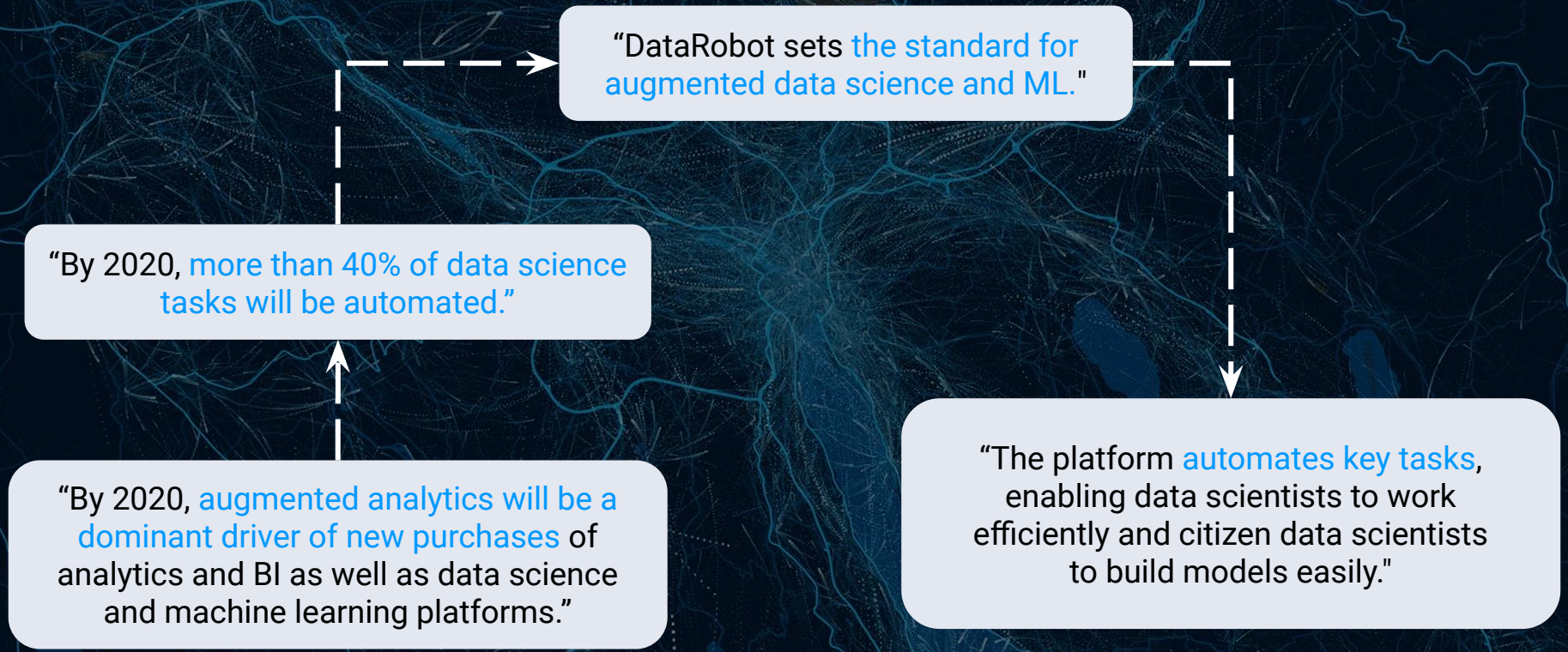
# Gartner: Automation is Driving Market Transformation...

**Gartner's "Top 10 Strategic Technology Trends for 2019":**

"Augmented analytics represents a third major wave for data and analytics capabilities as data scientists use automated algorithms to explore more hypotheses. Data science and machine learning platforms have transformed how businesses generate analytics insight."

SOURCE: Gartner Research, "Just Buying Into Modern BI and Analytics? Get Ready for Augmented Analytics, the Next Wave of Market Disruption"

# ...and DataRobot is Leading the Way to the AI-Driven Enterprise




SOURCES: Gartner Research, "Augmented Analytics is the Future of Data and Analytics" & "Magic Quadrant for Data Science and Machine Learning Platforms", 2019

Banking

Fintech

Insurance

Healthcare

Media

Pharma

Telecom

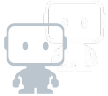
Retail

Government

Energy

Transportation

# Huge Opportunities Exist for Machine Learning in any Business and Industry



## Marketing

Predicting customer Lifetime Value (LTV)
Churn
Customer segmentation
Product mix (best product mix to reduce churn)
Cross selling/recommendation algorithms
Up selling
Channel optimization
Discount targeting
Responses rates
Reactivation likelihood
Adwords optimization and ad buying
In store traffic patterns
Aircraft scheduling

## Sales

Lead prioritization
Demand forecasting
Pricing
Market Basket
Inventory management / Dynamic Pricing
Promos/upgrades/offers

## Risk

Credit Risk
Fraud detection
Accounts Payable Recovery
Anti-money laundering
Insurance Claims prediction
Readmission Risk
Warranty Analytics
Claim Prediction

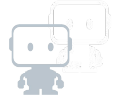
## Human Resources

Resume screening
Employee churn
Training recommendation
Talent management

## Logistics

Procurement
Warehousing
Cost Analysis
Product life cycle
Demand Forecast
Assembly
Turnover

# Building an AI-Driven Enterprise



$ VALUE / # OF USE CASES

**Solution Acceleration**
Solve urgent business needs faster

**Data Scientist Productivity**
Get more projects done in less time

**Data Science Democratization**
Empower your existing team to build AI

**AI-Driven Enterprise**
Embed AI in all business processes

*"AI will crush you!"*
*OK, we'll try a POC.*

*Wow! $20M ROI from one use case! What else can we do?*

*Great! Our Automation-first approach is delivering much more value to the business, and faster.*

*Let's empower and mentor more data-savvy talent.*

*Our groups are working together on AI projects driving better outcomes.*

*We're changing the game in our industry.*

LEVEL OF AMBITION & INVESTMENT

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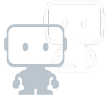
# AI-Driven Enterprises Reap the Rewards



## Top 5 U.S. Bank

Executed 70+ AI use cases across many lines of business

Total savings past two years

**$400M**

## LendingTree

Improved lead scoring and conversions with personalized offers

Increased annual revenue

**$12M**

## Symphony Post Acute Network

Reduced patient readmittance ($13.5K per patient)

Annual savings

**$5M**

## Steward Health Care

**Largest private hospital network in U.S.**

Optimized emergency room staffing

Annual savings after starting program in 8 of 38 hospitals

**$2M**

One Percentage Point Can Mean **$Millions** to the Bottom Line

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# DataRobot

Strategic Partner to AI-Driven Enterprises Around the World

## 8 OF TOP-10 US BANKS

Professional Sports Teams in the NBA, NHL, and MLB

## 8 OF TOP-10 LARGEST COMPANIES IN JAPAN

Largest retail, pharmaceutical, supermarket, automobile, gaming service, wholesale, and manufacturing companies in the world

"DataRobot makes my work exciting, my job fun, and the results more accurate and timely — it's almost like magic!"

"DataRobot really helped us hit that inflection point where modeling went from something we valued and did to really blowing it out of the water."

# DEMO

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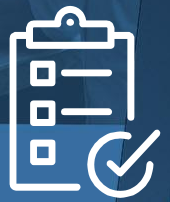
# DataRobot

## Enabling the AI-Driven Enterprise with Automated Machine Learning

World's Most Advanced Automated Machine Learning Platform

Best-in-Class Data Science Expertise and Experience



Comprehensive and Field-Proven AI Success Program

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